

**US EXECUTIVE APPROVAL FORM****Haworth****HQAPP Requests:**

1. 2 Year price hold at 60% discount for E-business Suite, Electronic Orders, and E-business Suite Add-Ons.
2. 60% discount on EBS – please approve overall 60% worse case discount for E-business Suite migration and new products

**TIER 2/3 Requests:**

1. Two year term OLSA

**Deal Summary:**

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Programs	E-business Suite; Electronic Orders
License Discount	60% (ebiz + 35%)
Support Discount	60% (ebiz + 35%)
Support Options/Holds	N/A
Price Holds	2 years at 60%
List License	\$13,183,200
List Support	\$2,900,304
Net License	\$844,677 (\$5,035,614 credit for previous license fees paid)
Net Support	\$157,055 (Future annual support stream over \$900,000)
Net Total Price	\$1,001,732
Price List Used	March 7, 2003

**Justification:**

Haworth has purchased nearly \$8M worth of Oracle Applications over the last four years. Due to economic issues, specifically a downturn in the furniture industry over the last few years, they have only implemented Financials for the U.S. and continue to run legacy Manufacturing systems.

Competitively, Haworth has implemented SAP throughout Europe for ERP. Regarding SAP, this implementation has been perceived as “more successful” and hence has gained some support over here in the U.S.

Through strategic planning and discussions on how to become more efficient in the manufacturing processes at Haworth, Haworth is considering replacing the legacy manufacturing systems in the U.S with packaged applications. This project does have executive support and design is in place. Unfortunately, the package of choice to move forward with has not been decided and there are strong camps internal at Haworth, supporting both Oracle and SAP.

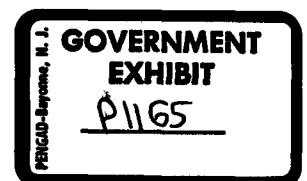
Regarding Oracle, They need to upgrade to the E-business Suite to gain the necessary functionality (WMS, MSCA, etc.) if they do an apples-to-apples comparison versus mySAP.com. Cost is a major factor in Haworth's decision of SAP or Oracle. SAP is viewing this win as strategic in that they are “un-seating” an Oracle installed based customer. The CIO at Haworth is leaning towards Oracle, but needs the economic ammunition to push this thing Oracles' way. Today, we are SIGNIFICANTLY more \$\$\$ (approx. \$500K total in TCO over SAP). Requesting 60% worse case discount for migration will alleviate this delta to only \$100K more expensive, and keeps SAP from gaining a competitive win. We need this migration approval and price discount to win this business.

**Recommendation:**

Approve as long as they are including upgrade fee and maintaining support. Not Printed.

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